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PAPER MERCHANT SALES REPORT JANUARY, 1989

(by NPTA Region)	Sales per Selling Day January, 1989 Compared to January, 1988	Sales per Selling Day January, 1989 Compared to December, 1988	Sales per Selling Day 1989 YTD Compared to 1988 YTD	Days Outstanding (Accounts & Notes) At close of January 1988	1989	Calendar Day Cost of ending December Inventory 1987	1988
INDUSTRIAL							
1	+ 5.1	- 10.2	+ 5.1	42	40	77	64
2	+ 9.6	- 4.1	+ 9.6	37	36	57	57
3	+10.6	- 14.1	+10.6	40	37	62	59
4	+13.4	+25.9	+13.4	34	41	53	72
5	+ 9.9	- 8.7	+ 9.9	35	34	56	61
6	+17.0	- 0.7	+17.0	44	42	68	73
7	+ 10.4	+ 0.9	+10.4	36	33	65	66
8	+18.7	+ 5.7	+18.7	37	37	65	69
9	+ 0.4	- 2.7	+ 0.4	35	41	66	78
NY	+11.5	+ 1.6	+11.5	49	56	49	68
CHICAGO	+ 7.2	+81.0	+ 7.2	39	47	47	63
LA	- 4.4	- 1.7	4.4	45	45	63	63
US	+10.0	- 2.3	+10.0	39	39	60	63
PRINTING							
1	+ 9.1	+ 7.4	+ 9.1	50	46	54	59
2	+ 6.9	- 4.0	+ 6.9	44	44	56	65
3	+ 5.5	+15.8	+ 5.5	44	43	79	85
4	+ 9.8	+11.1	+ 9.8	43	43	67	61
5	+20.7	+ 8.7	+20.7	42	41	74	75
6	+17.5	+16.5	+17.5	44	44	77	81
7	+22.9	+ 9.5	+22.9	42	38	78	82
8	+27.9	+ 8.3	+27.9	41	36	69	81
9	+ 4.1	+ 8.7	+ 4.1	38	44	77	73
NY	+ 2.2	- 11.8	+ 2.2	41	41	72	64
CHICAGO	+ 1.6	+ 5.7	+ 1.6	43	38	74	79
LA	+ 3.5	+ 3.2	+ 3.5	42	41	85	88
US	+ 9.8	+ 4.6	+ 9.8	43	42	72	75

DAYS OUTSTANDING showed no unusual changes, and **INVENTORY DAYS** are up for both printing and industrial firms, which is not uncommon for January.

SALES CHANGES. Sales increases are somewhat difficult to interpret this month due to hints of some supplier price discounts.

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NPTA REGIONS

1: CT, ME, MA, NH, RI, & VT
2: DE, DC, MD, NJ, NY, & PA (Except NY Metro)
3: AL, FL, GA, NC, SC, TN, & VA
4: KY, OH, MI, & WV
5: CO, IA, KS, MN, MT, NE, ND, SD, & WY
6: AZ, CA, HI, NM, NV, & UT (Except LA Metro)
7: AR, LA, MS, OK, & TX
8: IL, IN, MO, & WI (Exc. Chicago Metro)
9: AK, ID, OR, & WA

NY Metro: In NY: New York City, Long Island, & Westchester County - In NJ: Counties of Bergen, Essex, Hudson, Middlesex, Passaic, Union

Chicago Metro: In IL: Chicago and counties of Cook, DuPage, & Lake - In IN: Lake county

LA Metro: Cities of Los Angeles and San Diego, counties of Los Angeles, San Diego, Orange, & Ventura, plus parts of Riverside & San Bernadino

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